

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Preservation Activities and Training Services

Reference: WS3457288
BIDS Categories: 9400
Issue Date: March 29, 2018
Closing Date: April 12, 2018

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (ExxonMobil) are in the process of pre-qualifying companies under this Expression of Interest (including pre-qualification) (“EOI”) who can provide preservation services and preservation training in a warehouse environment for their Newfoundland and Labrador requirements.
- Contractor shall provide all management, personnel, processes, materials, tools, equipment, applicable certifications and facilities as may be required to ensure all equipment covered by this pending contract shall be fabricated and supplied to meet all statutory requirements, codes of practice and applicable specifications.
- The intention is to have this scope of work cover the requirements of the Hibernia Project* and the Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at HMDC’s and/or ExxonMobil’s discretion, future work related to minor changes to the scope of work described herein, in which HMDC and/or ExxonMobil may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- While not planned, it should be noted that the resulting Non-Binding Request for Proposal (“NRFP”) and contract may require inclusion of and/or extension to other operators in the area, project co-venturers, contractors and/or affiliated companies.
- For work related to the Hibernia Project*, HMDC supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- For work related to the Hebron Project, ExxonMobil supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- HMDC and ExxonMobil encourages the participation of members of designated groups (women; Aboriginal peoples; persons with disabilities; and members of visible minorities) and corporations or cooperatives owned by them, in the supply of goods and services.

Supplier Diversity

Diverse Ownership (Completion of this section is voluntary)

A Diverse supplier is a business that is at least 51 % owned and controlled by a member(s) of one or more of the four designated groups identified in Canadian employment equity legislation:

- Women
- Aboriginal peoples
- Visible Minorities
- Persons with disabilities

Please indicate above which designated group(s) are applicable to your business.

Certification for Diverse Businesses

There are currently national certifying organizations that cover certification for businesses owned by:

- Aboriginal Peoples
- Visible Minorities
- Women

The Projects will continue to look for organizations that can provide certification support to businesses owned by persons with disabilities.

If you indicated that your business is owned by a member of a designated group, are you currently certified as a diverse-owned business? Yes No

Through which certifying organization is your business certified? _____

If you are a NL registered business and are not currently certified, would you be interested in learning more about certification? Yes No

The Hebron Project has a vendor database that is used to identify possible suppliers and contractors to participate in the project. Suppliers and contractors are encouraged to register.

ExxonMobil Canada Properties, operator of the Hebron Project, sees value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, as well as project co-venturers and co-owners should they request information. The increased visibility to three major projects and other noted industry participants may be of value to your organization as it has the potential to increase future procurement opportunities.

DISCLAIMER: By registering your company in the vendor database, you are consenting to making your information available to the parties noted above.

NOTE: Registration in the database does not imply that a supplier or contractor is approved as a qualified supplier, nor does it indicate that a supplier or contractor is included on any tender or bid list for the supply of goods or services for which it has registered.

Scope of Work Overview:

The Scope of Work covers hands-on training in the preservation and protection of equipment and spare parts including but not limited to machinery, mechanical, electrical and instrumentation items.

The scope may also include the setup of the preservation site including:

- Identification of required tools, equipment, PPE and preservation products
- Development or modification of preservation plans or strategies
- Development or modification of preservation specifications, procedures, work instructions and schedules
- Provide guidance on special requirements for storage positions, locations, environmental conditions, etc.
- Providing guidance on amount and compatibility of preservation products
- Providing guidance on remediation of materials as required
- Executing remediation and preservation tasks as required
- Liaison with manufacturers for clarification of preservation requirements, and
- Facilitate any third party contractors that may be required for specialized preservation activities

The successful applicant must be able to provide instructions on how to choose preservation methods and products for warehouse spares including the identification of inspection frequency and reapplication requirements. This will include the proper marking, labeling, documentation and reporting requirements.

The successful applicant will have knowledge of preservation products (MSDS), safe handling of products, and required Personal Protective Equipment (PPE) to ensure work is executed in a safe and environmentally friendly manner.

Additionally, the selected contractor will be required to meet all technical and Safety, Health, Environmental, and Security (SSHE) specifications and safe work practices of HMDC/ExxonMobil and their affiliates as appropriate.

Minimum Technical Requirements

- Applicants must have 10 plus years proven experience in the set up and delivery of similar services; they need to be able to provide trained preservation specialists with a minimum of 5 years' experience in this field.
- Companies that are certified in Cortec® preservation products and applications are desirable.

Submission Requirements

Vendor submissions in response to this EOI **must** include the afore-mentioned reference number, as well as the following information:

1. Completed HMDC/ExxonMobil Vendor SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed HMDC/ExxonMobil Vendor QA pre-qualification questionnaire. (Available through BIDS – see contact information below.)
3. Information demonstrating qualification for the Scope of Work detailed above.
4. Information demonstrating vendor can meet minimum technical requirements detailed above.
5. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act and your experience with any similar regimes in other parts of Canada or internationally. At the NRFP stage, bidders will be required to indicate how they comply with the above.
6. Please acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following where applicable
 - Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act
 - The Hebron Benefits Agreement and Hebron Benefits Plan work requirements

The data submitted in response to the aforementioned questionnaires will be used to evaluate your company's ability (and those of your preferred sub-contractors / vendors where applicable) to perform these services or provide these materials.

It will focus primarily on:

- Past safety performance
- Applicable experiences
- Project execution skills
- Project management skills and integration skills
- Available technologies with proven performance
- Current capability
- Personnel qualifications

We will evaluate this data and develop a final group of vendors who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which contractors will receive the NRFP and which contractor will be awarded the final contract.

This EOI is not a pre-qualification of contractors for other HMDC/ExxonMobil work, but is limited to the scope aforementioned. In addition, participation in this EOI, including any statements whether oral or written between HMDC/ExxonMobil and your company, shall not create or be deemed to create any binding legal relationship or contract, or be construed to do so between HMDC/ExxonMobil and your company. All costs associated with the preparation of your response to this expression of interest shall be at your expense.

This EOI may or may not result in the issuance of an NRFP and may or may not result in the award of a contract. If you respond to this EOI and your company is selected to be on the bidders list, your company

name, your designated company representative's name and business contact information may be posted on public websites. Similarly, if you are selected for award, the same information may also be posted, indicating that the work has been awarded to your company.

* It should be assumed that the Hibernia Project includes, but is not limited to, current and planned Hibernia and Hibernia Southern Extension operations as well as future development on behalf of Hibernia (operated by Hibernia Management and Development Company Ltd.) and/or Hibernia Southern Extension participants (operated by ExxonMobil Canada Properties).

Responses must be submitted electronically by the closing date to the e-mail address below:

Attention: Judy Strickland
Title : Senior Procurement Associate
Email : judy.v.strickland@exxonmobil.com
Phone: (709) 273-1622

Finally, potential vendors, if they have not already done so, should register with BIDS using following contact information:

Phone: 1-800-270-4611
E-mail: isabelle@bids.ca
Website: www.bids.ca